

THE IMPACT OF SOCIO-ECONOMIC PROFILES ON ENTREPRENEURSHIP DEVELOPMENT AMONG TRIBALS OF THE SOUTH GUJARAT REGION

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Abstract—*Entrepreneurship is one of the strongest pillars of the rural economy alongside agriculture. Currently, both are driving the force of development of rural areas in the various parts of Gujarat, even in India. This paper emphasizes on impact of socioeconomic profile on entrepreneurship development. These are the main drivers to understand the social and economic factors of entrepreneurial activities. The study was conducted using the computer-assisted Personal Interview (CAPI) method for data collection. These profiles have covered the motivation towards entrepreneurship, education and skilling, access to capital, occupational background, and experience. The researchers analyzed the data using frequency analysis and the Chi-Square test in SPSS. The study's results indicate that tribal entrepreneurs choose entrepreneurship as a means of basic survival and personal activity, leading to slow, steady progress with sustainable and economically viable production of goods and services. It also indicates that some of the entrepreneurs are opportunity driven while most of them are necessity driven.*

Keywords: *Tribal, Socio-economic profile, Impact, Rural India, Entrepreneurship Development.*

Introduction

The tribal community of the South Gujarat region, India, is known for its rich cultural diversity and a deep connection to its ancestral lands. Despite their cultural and agricultural richness, these communities are often affected by socioeconomic factors. Defining tribal entrepreneurship is complex and can vary person to person, but in simple terms, A person who belongs to tribal communities and runs an enterprise or engages in entrepreneurial activity is known as a tribal entrepreneur. The earliest work in this area came from Smith (1967), who isolated two types of entrepreneurs, based on their personal characteristics and work motivations (Gartner, 1988). The difference between entrepreneurs and non-entrepreneurs mainly depends on the three–category demarcation of Stevenson & Jarillo (1990). These are 1) what do entrepreneurs do and how do they act, 2) what kind of outcomes come after their actions, and most importantly, 3) what motivates them to be entrepreneurs (Kamineni, 2002). this paper explores how socioeconomic factors influence the development of entrepreneurial activities in tribal communities of the south Gujarat.

Theoretical background

The above-mentioned studies suggest that the socio-economic characteristics of the founder have an impact on their entrepreneurial dynamics. However, these findings should be considered with caution. In fact, the methodology used to make such classifications could be criticized as it implicitly postulates that an entrepreneur is either opportunistic or necessity-driven (Giacomin et al., 2011). This therefore calls for a need to explore how far women entrepreneurs are involved in the management of their enterprises. This, if known, will help professionals involved in capacity-building and other related aspects plan for appropriate interventions (Joshi, n.d.). It was found from the results that women had very limited participation in the socio-political activities. Hence, the government has to take care to evolve as sustainable village-level institutions for taking an active role in community activities, development, and governance. The majority of the women had medium extension contact (Gandla & Mazhar, 2020). The study provides evidence regarding the entrepreneurial income, which may not be correlated with the age factor but is evidently correlated with education and experience.

The study reveals that there is significant similarity in terms of family status, where 70 percent of our sample was married with children, most of whom had started their business between the ages of 31 and 50 (61.3 percent (Gadar & Yunus, 2009). The majority of the enterprises were under sole ownership, but the entrepreneurial experience of the majority of the respondents was less than 5 years. The confidence level of the majority of the respondents was medium. Lack of Government support in starting the enterprise, inadequate training in the technology of the enterprises, and lack of an ensured market for input as well as production were the major constraints in all the enterprises. Despite this, however, there was a good level of innovativeness among the entrepreneurs. But the achievement motivation of the majority of the respondents was medium (Kumar et al., 2019). The practice of tapping micro savings and lending microcredit, the two major functions of the SHG, has now emerged as a popular financial strategy at the grassroots level, especially among the non-bankable. The SHGs are considered a suitable mechanism for strengthening the microcredit system as well as the microenterprises (Tamilmani, 2009). The study exhibits that growth of entrepreneurship in rural areas is influenced by both human qualities as well as but necessary provisioning of financial and physical capital. While the innovative idea, capacity to organize, leadership quality, and the will to excel are indicative of human qualities of the entrepreneurs, provisioning of physical capital, loans, and ease of doing business are important non-human qualities that are exogenous factors. The study also shows that the human qualities essential in an entrepreneur can also be influenced by the psychological features as well as socio-cultural aspects (Chatterjee et al., 2017). In both the affluent and deprived rural communities surveyed, wholly legitimate enterprises represent just the tip of the iceberg. Beneath the surface is a large hidden enterprise culture of both registered businesses trading off-the-books and unregistered wholly off-the-books enterprises. However, the preponderance of both early-stage entrepreneurs, as well as the established self-employed to trade off-the-books, is greater in deprived than affluent rural communities, intimating that deprived rural communities are perhaps relatively more enterprising and entrepreneurial than is currently recognised (Williams, 2011). There is huge potential in harnessing the existing abundance of resources, manpower, and infrastructure in the rural areas of the country. A systematic approach is emphasised to build linkages between education, research, enterprises, finance, and government by dwelling upon the concept of business incubation (Khanduja & Kaushik, 2008).

Research Objective

1. To study socio-economic profiles and their impact on Entrepreneurship Development among tribals of the South Gujarat Region.

Research method

The leading method for the researched subject is a systems analysis, which allows careful consideration of the regional economy as a complex multi-component structure, operating in unstable global conditions. In addition, the following methods were used: logical analysis, comparative analysis, economic analysis, synthesis and deduction, classification, and mathematical statistics. (Kalyani & Chandralekha, 2002). The data was collected from 224 entrepreneurs from seven districts (Bharuch, Narmada, Navsari, Tapi, Surat, The Dangs, and Valsad) and 31 blocks of the south Gujarat region. A total of 25 tribes were covered under the study. The researcher has used computer computer-assisted Personal interview method and face-to-face interaction. A structured questionnaire was adopted, and data were collected using Kobo Toolbox to maintain efficiency in data collection. In the sampling frame, the non-probability sampling technique and the stratified purposive sampling method were used. The data was analyzed in SPSS using the frequency analysis method. To understand the impact of these variables on the rural economy, a Chi-square test was performed using SPSS.

Hypothesis

H₀: Socioeconomic profile has a significant impact on entrepreneurship development in the South Gujarat region.

H₁: Socioeconomic profile does not have a significant impact on entrepreneurship development in the south Gujarat region.

Data analysis and Interpretation

The age distribution of 221 entrepreneurs indicates that most (49.6%) entrepreneurs are in the 26-35 years of age range (31.3%). The data collected from tribal entrepreneurs from 31 blocks and seven districts of the South Gujarat region found that even though Surat city is the main commercial hub, only 0.9 (2 entrepreneurs) have been identified.

The data shows significant variation in the community in terms of the most dominant business community, with 26.9% representation. The Dhodia Patel community drives 21.9% of the business, while the Chaudhari community (15.2%) together accounts for nearly 37.1% of tribal business ownership in the south Gujarat region. Other communities, Gamit,

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Kunkana, Konkani, and Tadvi communities, show moderate representation, while the other 15 communities appear minimally represented.

33.1% tribal entrepreneurs live in a joint family. The 5.4% (8-10) 12 tribal entrepreneurs reside in have 0-3 members in the family.

Table 1: Descriptive analysis of the Socio-Economic Profile of tribal entrepreneurs

Sr. No	Characteristics	Highest Response	Lowest Response
1	Age	Young Adult (26-35 years) entrepreneurs (49.9%)	Young (18-25) and adult (>46) entrepreneurs (19.4)
2	Gender	Male (75.4%)	Female (24.6%)
3	Block	Dediapada & Vansada (8.5%)	Kamrej, Khergam, Mangrol, Selamba (0.4) %
4	Name of the Caste	Vasava (26.3%)	Bariya, Delkar, Dabake, Gavli, Gavdi, Gaikvad, Naik, Sapte, Rathod (0.4%)
5	Marital Status	Married (80.4%)	Divorced/Separate (0.9%)
6	Family Type	Nuclear (66.1%)	Extended (1.8%)
7	Total family members	4-7 (83.9%)	8-10 (5.4%)
8	Parents/Family occupation	Agriculture (78.1%)	Bamboo Artist, Contractual Government Job, Sarpanch and Agriculture (0.4%)
9	Education Status/Level	Graduation (37.9%)	Non-Enrolled (0.4%)
10	Prior work experience	11-15 years (23.2%)	36-40 years (2.2%)
11	Total Years of experience in this business	0-5 years (58.9%)	16-20 years (1.3%)
13	Inspire or help any other entrepreneurs within 6 months	No (64.3%)	Yes (35.7%)
14	Detailed information about various schemes being launched by the government.	Yes (68.8%)	No (31.3%)
15	Assistance is taken from government agencies to establish your business.	Yes (67%)	No (15.7%)

Sr. No	Characteristic	Highest Response	Lowest Response
1	Registration of the enterprise	Registered (54.5%)	Non-Registered (42.5%)
2	Types of Enterprise	Food and Beverages (15.2%)	Export/Import (0.4%)
3	Udyog Adhar registration	Yes (41.5)	No (58.5%)
4	GST Registration	Yes (35%)	No (84.4%)
5	Other branches of the enterprise	Yes (5.4%)	No (94.6%)

6	Location of the enterprise	Rural (81.7%)	Urban (7.6%)
7	Obtained any formal business administration education	Yes (4.9%)	No (95.1)
8	Feasibility studies have been conducted before starting a business	Yes (55.4%)	No (44.6%)
9	Any entrepreneurship development training taken	Yes (72.3%)	No (27.7%)
10	Legal ownership status of your enterprise	Sole Proprietorship (68.8%)	Cooperative (5.8%)
11	Reason for starting this business	To earn profit (20%) Prior education and Experience (13.30%)	To promote tribal products (3.40%)
12	Ownership status of the enterprise	Rented Shop/Shed (51.8%)	Owned Shop/Shed (21.9%)
13	Factors influencing the location of an enterprise	Convenience (21.40%)	Other reasons (1.70%)
14	Initial Investment	Up to 1 lakh (42.4%)	Above 10 lakhs (4.5%)
15	Sources of capital tapped after the start of the business	Own capital (49.6%)	Other sources (0.5%)
16	Monthly Income	15000-30000 (33%)	>5,00,000 (3.1%)
17	Use of Profit/Surplus	Save for the future (28.9%)	Other usage (2%)

The data depicted in the table above indicate that the business has survived for at least 5 years.

Table 2: Socioeconomic Variable

Socio-economic Variable	Sig. Coefficient
Gender	0.805
District	0.871
Block	0.958
Name of the Caste	0.476
Marital Status	0.000
Family Type	0.274
Total family members	0.805
Parents/Family occupation	0.183
Education Status/Level	0.101
Prior work experience	0.013
Total Years of experience in this business	0.561
Inspire or help any other entrepreneurs within 6 months	0.026
Detailed information about various schemes being launched by the government.	0.022
Assistance is taken from government agencies to establish your business.	0.067

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Registration of the enterprise	0.482
Types of Enterprise	0.11
Udyog Adhar registration	0.139
GST Registration	0.32
Other branches of the enterprise	0.154
Location of the enterprise	0.463
Obtained any formal business administration education	0.32
Feasibility studies have been conducted before starting a business	0.534
Any entrepreneurship development training taken	0.191
Legal ownership status of your enterprise	0.000
Reason for starting this business	0.003
Ownership status of the enterprise	0.000
Factors influencing the location of an enterprise	0.62
Initial Investment	0.473
Sources of capital tapped after the start of the business	0.369
Monthly Income	0.167
Use of Profit/Surplus	0.971

Key Findings

The data shows that even a significant 42% entrepreneurs have not registered a business. The digital and printing services account for (13.8%) being the most common, followed by art and craft and clothes and stitching /selling (8.9%), agriculture and organic food (8.5%), and trading (7.1%) have significant representation. Other sectors include electronic and repair businesses (6.7%), automotive sales and services, healthcare, and manufacturing (5.8%), showing a moderate representation. The other entrepreneurs have completed higher education (20.1%) and postgraduate study, which is relatively higher education (8.5%), while 1.8% possess a primary education. Secondary education is 17.4% while technical education, such as ITIs and diploma courses, indicates some vocational training taken by tribal entrepreneurs, which complements their graduate degree. It has been notable that 1 entrepreneur has done a PhD in the food business and brought a new variety of khaman (Tameto Khaman). In the South Gujarat region, Khaman is the most popular farsan. One more person has not attained schooling, yet that entrepreneur is engaged in entrepreneurial activities.

The data analysis of prior work experience reveals that 22.3% entrepreneurs have 0-5 years of experience, some of the highly experienced between 21 to 40 years, make up 35.3 of % experienced. The data reveals that these are retired government employees who later took entrepreneurship as their passion and invested their income and savings in their current field enterprise. The data analysis on total years of experience shows 27.7% (6-10 years), 6.7% (>20 years, 5.4% (11-15 years) entrepreneurs have spent significant years in the enterprise building. The data on whether entrepreneurs have inspired or helped other entrepreneurs, as reflected in the data table, indicates that 80 (35.7%) entrepreneurs have created a ripple effect in the community. 144 (64.3%) have not helped because they are not very aware of the significance of entrepreneurship.

Family and friends of tribal entrepreneurs have also played an important role, as 24.2% entrepreneurs have received financial support from them. The other sources of capital are bank loans (10.7%), benefits from government schemes (15.2%) were also utilized by the tribal entrepreneurs. A small portion of entrepreneurs have been funded by an NGO (7.1%), self-help groups (8.9%), Relatives (3.6%), financial institutions (1.8%), and other sources (0.9%), including direct support from the company to start a dealership for an entrepreneur. Some of the entrepreneurs have taken advantage of the Kishan Credit Card (KCC) loan. 27.7% individuals have invested between 1-3 lakhs, while 17.4% individuals have allocated 3-5 lakhs. Most entrepreneurs start with a small business due to limited investment capacity, a lower risk

appetite, and the exposure that comes with being an entrepreneur. The higher investment businesses stand out with 8% for the initial 5-10 lakhs.

The analysis of factors influencing the location of business premises reflects that the entrepreneur chooses location based on low location cost (21.30%), market considerations (18.20%), emphasizing customer demand and proximity, availability of plots/sheds in industrial estates (12.50%), raw material (8.40%), and availability of skill labor (7.40%) reflects easy operation of businesses. Some of the entrepreneurs (35.7%) have chosen the location considering the specialty of the place, while (9.0%) have other reasons such as parking availability, the closest place to the main road, or a circle, managing agriculture activities along with business, large storage space, or low competition. 26.3% entrepreneurs run businesses from home.

Apart from the profit motive, the highest reasons for starting a business are prior education and experience (13.30%), and the unemployment problem (12.30%). Personal aspiration to start a business reveals that they have always wanted to start a business on their own (12.20%). External support, such as government schemes (6.20%). Motivation from friends and relatives (7.40%) and support from NGOs (4.20%) have played an important role. The economic factors, such as the weak financial situation of the family (4.10%) and the availability of financial resources of the family (4.10%), and the availability of finance (5.80%), also influence. Another reason for the entrepreneurial journey is the boom in the existing industry. The other reasons (5.60%) mentioned by tribal entrepreneurs are, show an opportunity, family business, community wellbeing, to implement innovative ideas, and to influence others towards arts and crafts such as bamboo and handmade jewelry making, due to COVID-19. The frequency distribution of legal ownership status of tribal entrepreneurs shows partnership (7.1%), Private ownership (18.3%), and Cooperative (5.8%) structures of tribal businesses in the south Gujarat region. The data shows that the preferences for sole proprietorship among tribal entrepreneurs are due to control, decision-making, and ease of doing business. Also, a small business is the main reason that tribal entrepreneurs prefer sole proprietorship. The location of the enterprise reflects a strong rural base of tribal communities and their enterprise. 10.7% tribal entrepreneurs live in semi-urban areas, while 7.6% enterprises are in urban areas. The second-highest earning entrepreneurs are 29.7% range from Rs. 30,0001 to 75,000. A small segment of entrepreneurs is earning more than Rs. 5,00,000 per month with high investment in their enterprise. 11.6% tribal entrepreneurs are earning 15,000 or less, indicating financial struggle and small businesses.

The results of the chi-square test reveal that the variables like marital status (0.000), legal ownership status (0.000), Reason for starting the business (0.003), prior work experience (0.013), whether the entrepreneurs have inspired or helped other entrepreneurs in the business (0.026), and whether the entrepreneurs have detailed information about government schemes (0.024), Ownership status (0.000) have significant relationships in entrepreneurship development, while other factors does not show any significant relationships.

Discussion

The businesses are not stagnant but progressing steadily and sustainably. The data presented above proves that the tribal entrepreneurs do not produce more than necessary. The same situation is there in Kamrej block, which is another significant city within Surat major business hub, but Tapi and Dolvan blocks or Tapi has low representation. The significant presence of male employers having entrepreneurs suggests that entrepreneurship is a survival choice rather than just earning profit. The data on total family members indicates that medium-sized households are the most common in the tribal community. Family's occupation reflects that most entrepreneurs belong to agricultural activities by heredity and continue to work in them, but with very little exposure to business, which potentially results in entrepreneurial challenges. The other occupations are business, Government services, Private jobs, and self-employed. The bamboo artist and sarpanch positions in the tribal entrepreneurs' parents' occupations suggest that most entrepreneurs' parents are engaged in agricultural activities. The farmland, either owned by themselves or community members, helps other farmland holders to grow grains.

Most entrepreneurs have not registered their business as per GST compliance because of the size of the enterprise and taxes, and income from the business. The data on Udyog Adhar Registration shows a significant number of tribal entrepreneurs have utilized the registration, yet a major number of entrepreneurs need to register their enterprise to get further benefits of the government and to grow the enterprise more holistically. The significantly low branches of the enterprise prove that the tribal enterprises are growing steadily and in a consistent manner. But it also raises a concern regarding the reasons for not having other branches for further expansion of the enterprise. The data on whether formal business education has been obtained or not reveals a significant gap in formal business education. This shows the limited awareness of business education and its importance. A significant number of tribal entrepreneurs have conducted feasibility studies not in depth, but at least a market overview, including several customers, business potential, etc. The

data on whether entrepreneurs have taken training for entrepreneurial development suggest that there is a significant gap in entrepreneurship development among tribal entrepreneurs, highlighting the need for more targeted training programs. The data of the ownership status of the enterprise's premises indicates that low financial capacity to purchase their own space, flexibility to move into other premises, the size of the business, and market and customer availability are major concerns for them. Some groups of people have acquired significant experience and knowledge, and hands-on experience their So highly educated and experienced people of the community find entrepreneurship as a passion, while a person with low investment capacity in the community strives to thrive more stealthily and silently. Women have equal participation in all the mentioned businesses, but they have very little representation from a gender perspective. As mentioned in this paper earlier, entrepreneurship is more about survival activities to earn bread and butter for many community members. The tribal entrepreneurs have demonstrated self-reliance while starting businesses because almost all the businesses are funded by themselves.

Recommendation

The gender presents that there is a need to empower female entrepreneurs. The data on whether entrepreneurs have helped or inspired other tribal entrepreneurs suggests that there is a need to create cadres or Trainers to expand and empower existing entrepreneurs and upcoming entrepreneurs. Here, the government and Development sector organizations should facilitate how to register the enterprise to take advantage of various government schemes. The evaporating gender base differences in terms of business management, the government development sector, and women entrepreneurs themselves require active participation in entrepreneurial activity.

Conclusion

Based on statistical analysis of socio-economic factors influencing entrepreneurship development, this study reveals a clear distinction between variables that play a pivotal role and those that do not show a significant impact on surveyed entrepreneurs.

The study highlights that the fundamental structure of self-employment, owning a sole proprietorship enterprise in a rented place, drives the motivation behind entrepreneurial ventures. The reasons for starting a business are to earn profit and prior work education and work experience, the unemployment problem, and always wanting to start a business, which have a significant relationship with entrepreneurship development in the South Gujarat region. The marital status of tribal entrepreneur further reveals the utmost responsibility as well as support system in their entrepreneurial activities. Tribal entrepreneurs must support each other by giving advice, providing resources they have, and sometimes helping financially as well. The tribal entrepreneurs are well informed about government schemes, which is also a significant point because knowing various government schemes can help them to take advantage of them whenever needed. This circular tribal economy of south Gujarat's tribal economy is less about compliance and formal procedures, but it's more about personal agency, static intent. The businesses are built more closely with motivation, structure, and proactiveness rather than instilling in who the entrepreneur is in a demographic sense.

Limitation

This paper explores the socioeconomic profile and its impact on entrepreneurship development in the South Gujarat region. The other factors, such as technological factors, political and legal factors, and cultural and psychological factors, were not studied in this study. In this study, a total of 224 (32 from each district) entrepreneurs' data were collected and analyzed. This presents a geographical and sampling limitation that limits the entrepreneurship development among tribal entrepreneurs only.

Future research

The future research could explore other factors affecting the tribal entrepreneurship development. This study is holistic in nature, so further researchers may study the indigenous business, such as tribal art and craft, culture, against the adoption of modern businesses by tribal entrepreneurs and their impact. A comparative study of tribal versus non-tribal businesses can also be conducted to understand how they are different from modern businesses.

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